

# CURRICULUM VITAE



## **PERSONAL DETAILS**

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Date of Birth	3rd March, 1971
Nationality	Italian
Marital Status	Single

*General Manager focusing on maximizing profitability to exceed GOP target, infusing the team spirit to work smarter not harder.*

## **EDUCATION**

### **June 2007 - MBA in Hospitality, Les Roches, Switzerland**

Finance specialization (Merit Achievement)

### **July 2005 - Swiss Hotel Association Management School, Les Roches, Switzerland**

Postgraduate Diploma (Honor Achievement)

## **SKILLS SET**

- *Revenue Analysis, Forecasting, Yield Management, Cost Control, Food & Beverage.*
- *Full proficiency of English, German, French, Spanish and some intermediate level of Russia.*
- *Advances computer literate with Microsoft office tools, Opera, Fidelio and Micros.*

## **PERSONALITY & COMPETENCIES**

- *Maximize*
- *Customer Focus*
- *Result oriented*
- *Achiever*
- *Strategic leader in alignment*

**May 2020 – Present**  
**Swiss Diamond Hotel \*\*\*\*\***  
**Pristine – Kosovo**

**General Manager**

141 Rooms, 7 meeting rooms, 1 Ballroom  
2 restaurants, bar, room service, Spa with 4 cabins, Fitness center and pool

Focusing on reducing cost to ensure positive NOP but still maintaining the level of quality and service for a true five stars experiences.

**May 2016 – Apr 2020**  
**Radisson Blu \*\*\*\*\***  
**Bamako – Mali**

**General Manager**

190 Rooms, 6 meeting rooms, 1 Ballroom  
1 restaurant, bar, room service, snack pool Bar

**At the end of 2017 the following results were achieved after the November 2015 terrorist attack:**

- Occupancy increases from the low 20% in May 2016 to 60% Dec 2017 YTD.
- Hotel repositioning as a city market leader with an RGI of 1.35.
- F&B operations contributing together with the room revenue to a GOP of 15% above budget 2017.
- Clime analysis at 91%, "happy employees' happy guest".
- From number 4 ranking to number 1 on trip advisor.

Total employees 174.

**Following results at the end of 2018:**

- Occupancy stabilizes 62% due to increase on the supply side (opening of the Sheraton with 200 rooms).
- RGI at 1.22 still as a market leader.
- GOP at 41%, 8% above budget target.
- Clime analysis at 88%.
- NPS score at 52%

Total employees 169.

**Following results at the end of 2019:**

- Occupancy YTD at 58% due to the political turmoil in the country.
- Total Revenue decrease by 10% Vs Budget number.
- RGI 1.01.
- GOP at 40%, 5% below budget.
- NPS score at 55%.

Total employees 165.

<https://www.radissonblu.com/en/hotel-bamako/contact>

**September 2015 – April 2016 (8 months)**  
**Warwick Doha \*\*\*\*\***  
**Doha – Qatar**

**General Manager**

164 Rooms, 7 meeting rooms  
2 restaurants, coffee shop, room service, snack pool Bar  
<http://warwickhotels.com/doha-hotel/>

*Reasoning of leaving: Received an offer from Radisson to reposition the hotel as a market leader after the terrorist attack due to the successful pre-opening at the Radisson Blu in Dubrovnik in Croatia.*

**August 2013 – August 2015 (2 years)**  
**Holiday Inn Corniche \*\*\*\***  
**Al Khobar – Saudi Arabia**

**General Manager**

190 Rooms, 148 Villas & Apartments 1 Ballroom (1200 m2), 4 meeting rooms  
2 restaurants, coffee shop, room service  
Refurbishment for the Spa with 4 treatment rooms, fully equipped Techno Gym  
<http://www.ihg.com/holidayinn/hotels/gb/en/al-khobar/dhaak/hoteldetail>

*Reasoning of leaving: Looking for a General Manager role in an upper scale open market.*

**June 2012 – July 2013 (1 year / 2 months)**

**EAM in charge of F&B**

**Majestic Hotel \*\*\*\*\* – Leading Hotel of the World**

**Kuala Lumpur – Malaysia**

300 rooms, 3 dining outlets, 2 bars, Spa & fitness center

The biggest ballroom in Kuala Lumpur (1750 m2), and 16 additional separate meeting room,

Total employees 320

<http://www.majestickl.com/>

- Contributing to the successful pre-opening and opening phase of the 1st Leading hotel of the world in Malaysia.
- Setting up all the leading standard within a time frame of 1 year. Successfully complying with all the critical aspects during the leading hotels auditor commission.

*Reasoning of leaving: General Manager Position with IHG in Saudi Arabia.*

**April 2011 – May 2012 (1 year / 2 months)**

**F&B Director**

**Korston Hotel \*\*\*\*\***

**Moscow – Russia**

380 rooms, 15 Restaurants, 1 Night Club, 3 bars

[www.korston.ru](http://www.korston.ru)

Total F&B employees 302

- Increase GSI by 5%.
- F&B payroll reduction by 4%.
- Total revenue for the first 6 months of 2012 increase by 10% Vs. 2011.

*Reasoning of leaving: Executive Assistant Manager Position in Kuala Lumpur.*

**Apr 2009 – March 2011 (2 years)**

**F&B Director**

**Radisson Blu Resort & Spa \*\*\*\*\***

**Dubrovnik – Croatia**

201 rooms-207 apartments, 8 Restaurants, 1 Wine bar, 3 Pools bars, 1 Night Club Lounge

[www.radissonblu.com/resort-dubrovnik](http://www.radissonblu.com/resort-dubrovnik)

- Leading a team with more than 220 employees during the high season.
- In charge for the first opening during the summer 2009 and the completely F&B new selection during the winter 2009/2010 once the hotel was closed.
- During the second summer season the total F&B team count decrease by 10%, revenue was up by 6%, net profit by 12%.

*Reasoning of leaving: Change in the Hotel management structure, the hotel will not be managed anymore with a Radisson management contract instead the owner wants to have a franchisee with locals' managers.*

**April 2007 – March 2009 (2 years)**

**F&B Manager**

**Playitas Grand Resort \*\*\*\*\***

**Fuerteventura – Spain**

2 Hotels with 410 rooms, 50 suites, 24 villas, 7 Restaurants, 4 Bars, 1 Night club,

[www.playitas.net](http://www.playitas.net)

- Responsible to lead a team of 260 employees during high season.
- Responsible for the preparation of the calendar of event to increase customer outside traffic.
- Maintain, monitor and control the functioning of the HCCP system in collaboration with the Chef de cuisine and the quality Manager.

*Reasoning of leaving: I received an offer from an international Hotel chain.*

**January 2002 - July 2005** (3 years and 7 months)

**Restaurant Manager**

**Shore Club Hotel \*\*\*\***

**Miami Beach – Florida USA**

309 rooms, 2 restaurants, 1 Lounge

[www.shoreclub.com](http://www.shoreclub.com)

*Reasoning of leaving: I choose to pursue an MBA to further enriched my academical skills.*

**January 1999 - December 2001** (3 years)

**Bar Manager**

**Delano Hotel \*\*\*\***

**Miami Beach – Florida USA**

185 rooms, 1 Lobby bar, 2 Pool bars

[www.delano-hotel.com](http://www.delano-hotel.com)

*Reasoning of leaving: I received a professional offer from the Shore Club Hotel.*

**January 1998 – December** (1 year)

**Restaurant Manager**

**Daniel Boulud Gourmet Restaurant \*\*\***

**New York – USA**

Michelin Stars Gourmet restaurant (90 covers)

[www.danielnyc.com](http://www.danielnyc.com)

*Reasoning of leaving: Relocation to Miami.*

**January 1996 – February 1998** (2 years)

**Restaurant Manager**

**Morton steak house restaurant**

**Beverly Hills - California**

140 cover restaurant steak house with high turnover.

**August 1993 to November 1995**

**Chef de Rang**

Grand Hotel Excelsior \*\*\*\*\* – Montreux, Switzerland

(160 rooms, 18 suites)

**Oct. 1991 - July 1993**

**Chef de Rang**

Hotel Bayerischer Hof \*\*\*\*\* – Munich, Germany

(440 rooms, 35 suites)

**Apr to September 1991**

**Chef de Rang**

Grand Hotel Victoria\*\*\*\*\* – Interlaken, Switzerland

(180 rooms, 28 suites)

**June 1990 – March 1991**

**Commis Waiter**

Hotel am Schlossgarten\*\*\*\*\* – Stuttgart, Germany

(265 rooms, 20 suites)

**June 1989 - May 1990**

**Wine Waiter**

Bath Spa Hotel \*\*\*\*\* – Bath, England

(135 rooms, 12 suites)

## **INTERESTS**

Football, Tennis, reading financial magazine and CEO successfully story

## **REFERENCES**

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